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MEMORANDUM FOR: Deputy Director for Science and Technology
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SUBJECT : [REDACTED] Contract Performance History

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1. In response to [REDACTED] request the attachment is a summary of contracts with [REDACTED] including their cost performance and general remarks as to their overall performance.

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2. In summation of the remarks made and in the personal opinion of the negotiator, the following comments are made:

a. Contractor has exhibited excellent basic ideas in the Exploitation Equipment field, i.e., viewers, printers, etc. but production contracts have not materialized due to high cost estimates.

b. When given a CPFF contract, little or no cost savings are achieved. I believe every dollar is budgeted to be spent. However, this Contractor is not unique in this attitude and its overrun history is not bad when compared to others.

25X1A5a1 c. When given a Fixed Price or Incentive Contract, [REDACTED] demonstrates an excellent record of cost savings and control. In fact, it is Management's policy to issue budgets to the Project which anticipate earning maximum profit. [REDACTED] is exceedingly profit conscious.

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d. Contractor has a habit of "padding" or submitting quotations with substantial contingencies buried within the cost elements. Large dollar amount negotiations are sometimes difficult and lengthy when efforts are made to eliminate this "fat."

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e. Contractor's performance with regard to contract schedules has been better than average in timely delivery of the main items but is sometimes delinquent in the area of ancillary or support items.

f. Contractor has perhaps the best technical competence in comparison to any other OSA/DDS&T Camera Contractor.

25X1A5a1 g. [REDACTED] response to direction and cooperation with the Contracting Officer and technical personnel has been excellent.

25X1A5a1 3. The above opinions "reflect only the views of the negotiators and do not necessarily represent the opinion of technical management." I believe a better comparison of [REDACTED] technical competence and performance can be made in comparison to the "state of the art" and industry-wide achievements by your staff who are more qualified.

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[REDACTED]
JACK C. LEDFORD
Colonel USAF
Assistant Director
(Special Activities)

Attachment:
As Stated

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